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| Lawrence D. Moran |
| **PERSONAL DATA:** |  |
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**CAREER OBJECTIVE:**

Continue to provide contract consulting services on a national level that utilize a wide-ranging background with Oracle & SQL Server technologies as well as industry leading ERP software packages. Services include Data Migration, Data Warehousing, Data Mining, Database Administration, Database Design, and PL/SQL programming/scripting services to support system automation of turn-key applications and system interfaces.

**CAREER HIGHLIGHTS: (accomplishments)**

* Working on CONTROL (ERP) projects with leading aerospace metals and composites manufacturer that showcase entire skill set including multi-site ERP implementations, systems automation and support services.
* "Certified Software Professional" with the Softpro Consulting Group, Inc. 25+ ERP implementations and more than 35 clients nationally.
* Awarded a "multi-year" contract with State of Kansas, Department of Transportation for Softpro Consulting Group to provide Oracle based application development & integrated technical support services.
* Awarded "Best of Kansas City" (Ingram's Magazine). The award for "Best Technology Consultants" is attributed to affiliation as the Executive Director for Softpro Consulting Group.
* Started new business "Cashkid Digital Studios" improving Softpro’s ability to deploy multi-media services for clients requiring audio/video productions, professional presentations, and broadcast quality recording/ playback. (Executive Producer).
* Reduced MRPII nightly batch processing by over 50% using database tuning techniques performed as part of a "classified project" team for Rockwell, International in San Bernardino on the Peace Maker Rail Garrison nuclear missile project (de-classified since the end of the Cold War).
* Developed Kansas Accident Records System. KARS provides automated data collection, real-time maintenance, and reporting of all motor vehicle accidents within the State of Kansas for the Department of Transportation. System is still in use today by the Geometric Accident Data Unit of KDOT.
* KARS was modernized from an IBM mainframe application to an Oracle client/server application. Two additional traffic-monitoring systems were also developed using Oracle that are still in production at KDOT. Use of these systems has allowed KDOT to rank 5th nationally with the Federal High Way Administration (FHWA) and to be recognized as "AASHTO compliant".
* Founded Softpro Consulting Group in San Francisco, February 1984. Operated Softpro's headquarters in Overland Park, Kansas from August 1989 to March 1995 before establishing new R&D center in Leawood, Kansas. Softpro continues to be a leader in providing consulting services in a wide range of business environments. Primarily, medium-large scale aerospace manufacturing companies, federal/state/county government agencies, and other Fortune 500 companies.
* Pioneered early day research and development in the creation and evolution of Computer Aided Systems Engineering (CASE) tools and Information Resource Management methodologies working with the Defense Logistics Agency (DLA) in Ogden, Utah.
* Taught Data Base Management Systems course at Golden Gate University in San Francisco) while working as DBMS Consultant for Cincom Systems, Inc. to service database clients in California and the west coast including Arizona, New Mexico, Colorado, Utah, Oregon and Washington.
* Recruited and hired by the "inventor of modern-day database management systems", Mr. Tom Nies, CEO & President of Cincom Systems, Inc. founded and located in Cincinnati, Ohio.
* Publicized at age 17 as the "youngest employee" for the National Collegiate Athletic Association (NCAA) in an article published by the Lee's Summit Journal as the "NCAA Stat Man" responsible for the data collection and processing of Division I football statistics for each team/player during entire regular season.

**MAJOR SKILLS: (capabilities)**

**Oracle Developer** Skill Level: *Expert* Years: 25+

Strong DBA background in multi-instance, Enterprise DB environments combined with Windows & Linux Servers, Advanced (guru) PL/SQL Programming, OLAP Data Warehousing applications and OLTP background transaction processors for use with Web Servers, Client/Server apps and bulk load processing. Presently supporting latest Oracle & SQL Server versions with extensive use of Enterprise versions

**ERP Consultant** Skill level: *Top Gun* Years: 35+

Maintain a current knowledge of pure ERP principles (APICS) and integrated ERP solutions including SAP , JD Edwards, Oracle Mfg/Financials, Cincom Control, MFG Pro and other MRPII products.

**Cincom Specialist** Skill Level: *Guru* Years: 35+

Cincom Consultant turned independent contractor in 1984 specializing in use of all Cincom products including SUPRA 1.x/2.x, MANTIS, and the CONTROL Manufacturing/Financial software package.

Costing Guru leading Cincom expert on costing modules and methods including Actual Cost, Standard Cost, and Project Cost Control. Recent implementations of customized enhancements include a Factor Cost Measurement and Project Cost Management reporting modules, a "turn-key" Physical Inventory system, Labor Distribution System, and the list goes on and on.

**Project Manager** Skill Level: *The Man* Years: 35+

A special emphasis is placed on ERP Project Planning and Implementation, conducting Business Process Re-Engineering, administering Change Review Boards , and the adaptation of Change Impact Analysis and other structured methodologies that make a project plan and scope more representative of "real world" scenarios.

**EXPERIENCE:**

February 1984 to Present **Softpro Consulting Group, Inc.**

**Position:** Executive Director / Sr. Consultant

Responsible for both supervision and consulting for all on-site local projects, internal R&D projects, and travel to off-site client projects, nationally. Projects are geared towards utilizing existing technical skills in the outsourcing of custom system development, the support and conversion of "legacy systems", the implementation of ERP business software packages, and the deployment of both client/server and web-based technologies.

April 1978 to February 1984 **Cincom Systems, Inc.**

**Position:** Sr. Systems Consultant

Consistently recognized as the top consultant in Cincom's client services group maintaining 100% of quota objectives while providing database and application consulting within Cincom's continental US client base. Additionally, project management activities were combined with individual consultant development activities to support multiple client development projects.

**Position:** Marketing Technical Rep (9/81 to 1/83)

Maintained a 100% customer satisfaction of existing customers while developing new accounts with marketing department. Additional responsibilities included "presale" technical consulting, installation of all marketable software available from Cincom, teaching education workshops, and conducting "post sale" follow up technical support.

June 1976 to April 1978 **Rival Manufacturing**

**Position:** Programmer/Analyst

August 1975 to February 1976 **National Collegiate Athletic Association** (NCAA)

**Position:** Data Transmission Specialist

**EDUCATION:** **Certificate of Data Processing** GPA: 4.0

Joe Herndon AVTS, Kansas City, MO (1976)

**REFERENCES:** Excellent references available upon request or Contact Softpro Consulting Group, Inc.